

COUNTY OF LOUDOUN
DEPARTMENT OF CONSTRUCTION
AND
WASTE MANAGEMENT

MEMORANDUM



DATE: December 21, 2009
TO: Stephen Gardner, Project Manager, Department of Planning
THRU: Paul Brown, Division Manager
FROM: Dawn L. Klassen, Land Acquisition Manager *DLK.*
SUBJECT: ZMAP2006-0011 & ZCPA2006-0003—Stone Ridge Commercial Referral Request—Appraisal Review for Valuation of Proffered Land Sites

Two (2) proffer sites are being proffered to the County as public use sites in this application by the Stone Ridge Community Development, L.L.C. ("Applicant"). The proffered site(s) appraisals were conducted by JMSP, Inc. an approved County appraisal firm for proffered land site evaluation.

The Applicant directed JMSP, Inc. to utilize the assumption that the parcels both have the County's required proffered site road and utility infrastructure necessary for a public facility to be sited on them. The infrastructure assumption includes Millstream Drive being extended and also public sewer and water to the sites. This assumption is satisfactory as long as the Applicant's proffer statement includes a commitment to extend the infrastructure to the proffered sites. If the applicant has committed to the infrastructure extensions, the appraiser may include these improvements toward the valuation of the proffered land sites. The applicant must understand that no additional capital facilities contributions credit will be given for the actual costs associated with the infrastructure extension. The applicant will receive that credit in the context of the land values established in the appraisal.

The Board of Supervisors land proffer valuation methodology requires all land proffer site appraisals be based on the site's planned land use as contained in the Revised General Plan. JMSP, Inc., the appraiser retained on this project, has prepared these appraisals based on the current zoning classification. This methodology does not comply with the Board's

valuation policy. The submitted appraisals need to be resubmitted using the planned land use designation of Business.

The planned land for these parcels would be light industrial or office in order to obtain the parcels 'highest and best use.' These appraisals would need to be recalculated using these classifications. (See attachments.)

If there are any questions stemming from this referral, please do not hesitate to contact me at (571) 258-3252. Thank you.

**CPAM 2006-0001
Proffered Land Sites
Valuation Credit
Methodology**

Adopted June 14, 2006

**CPAM 2006-0001, Proffered Land Sites Valuation Credit Methodology
Loudoun County General Plan Policy Amendments
Adopted June 14, 2006**

The Board of Supervisors adopted the following revisions to the Loudoun County Revised General Plan (Revised July 23, 2001 and amended through February 7, 2006) on June 14, 2006.

Strikethrough text is deleted from the General Plan.

Underlined text is added to the General Plan.

Amendments affect Chapters 3 and 11.

Chapter 3 – Fiscal Planning and Public Facilities

Amend Policy 8 under ‘B. Proffers, Proffer Policies’ (General Plan, p. 3-5)

8. For the purposes of evaluating proffers for public use sites, the per-acre value for ~~public-use~~ land that does not require any improvements to be completed by the developer will be determined ~~on the applicant’s undeveloped parcel in a pre-rezoned state~~ by appraisal of the market value of the site based upon comparison of properties with similar densities suggested by the Planned Land Use Designation in the Revised General Plan. The appraisal shall be paid for by the developer and provided to the County.

Chapter 11 – Implementation

(Add ‘Proffer Guidelines, A. Capital Facilities’ Guideline 5 (General Plan, p.11-2))

5. A developer proffering a land site as a part of an active re-zoning application shall contact Loudoun County for a list of appraisal firms approved by the County to determine the market value of land at its planned land use designation in the Revised General Plan. The developer shall contact one of the approved appraisal firms and request an appraisal. The cost of the appraisal will be paid for by the developer.

PROFFER LAND SITE VALUATION METHODOLOGY

Effective December 1, 2009

If you plan to include a land site as part of your proffer statement, please note the following:

Off-Site Land Site—If your proffer statement offers a land site that is not contained within your rezoning land area, your land credit will be the actual sales price of the parcel. You will need to provide a copy of the sales contract price to the Project Manager assigned to your case.

On-Site Land Site—If your proffer agreement offers a land site that is contained within your rezoning land area, then you are required to submit an appraisal thirty (30) days prior to your application being scheduled for a Board of Supervisors' Public Hearing. Three (3) copies of the Summary Appraisal Report must be submitted to the Project Manager assigned to your case.

To submit an appraisal:

STEP 1: Review the revised proffered land sites policies of the Revised General Plan. (Policy 8, p. 3-5 and Policy 3c, p. 11-1), adopted on June 14, 2006 (**Attachment 1**).

STEP 2: Contact the approved Appraisal Firms (**Attachment 2**) and order your summary appraisal. Remember to allow the appraisal firm time to complete the appraisal for submission thirty (30) days prior to your application for the Board of Supervisors' Public Hearing date. You should provide the appraisal firm a copy of the Planned Land Use Map (**Attachment 3**) to insure the appraisal of the parcel is based upon the Planned Land Use Designation in the Revised General Plan. Have the appraisal firm contact the Planning Department Project Manager if there are any questions concerning the land use designation. The appraisal firm must conduct a visit to the site in order to complete the appraisal report. Three (3) copies of a Summary Appraisal Report must be submitted thirty (30) days prior to your scheduled Board of Supervisors' Public Hearing date.

STEP 3: The Project Manager will incorporate the land value credit in the staff report and capital facility proffer contribution calculation based on the submitted appraisal.

Note that all appraisals are only valid from one (1) year after their completion date.

**LOUDOUN COUNTY
APPRAISAL FIRMS FOR LAND PROFFER VALUATION
EFFECTIVE DECEMBER 1, 2009**

Bruce W. Reyle & Company, Inc.
John C. Reyle, MAI
3837 Plaza Drive
Fairfax, VA 22030
(703)273-7375
commercial@reyle.com

C&L Group
Greg Clucas, MAI
19620 Club House Road
Gaithersburg, MD 20879
(301)258-1008
gclucas@aol.com

Johnson, McClellan, Sullins & Page (JMSP)
Robert Johnson, MAI
610 Herndon Parkway, Suite 700
Herndon, VA 20170
(703)467-8424
bjohnson@JMSP.com

LeRoy & Cannon
Don Cannon
706 South King Street, Unit 5
Leesburg, VA 20175
(703)777-4411
leroycannon@juno.com

Myers Appraisal Service
Norman Myers, MAI
106 South King Street
Leesburg, VA 20175
(703)777-6543
myersappraisal@verizon.net

NBValuations Group
Sue Browning, MAI
7979 Old Germantown Road #800
Bethesda, MD 20814
(301)654-1719
nbvalsb@verizon.net

Parli Appraisal, Inc.
Richard L. Parli, MAI
3545 Chain Bridge Road, Suite 207
Fairfax, VA 22030
(703)273-6677
rparli@parliappraisal.com

R.C. Green Appraisals
Richard Green, Jr., MAI
13217 Memory Lane
Fairfax, VA 22033
(703)328-8135
rcgreen3@verizon.net

The Robert Paul Jones Co., LTD
Robert Jones, MAI
11240 Waples Mill Road
Fairfax, VA 22030
(703)385-8556
robertjones@rpjco.com

Thomas E. Reed & Associates, Inc.
Thomas E. Reed, MAI
4031 Chain Bridge Road, Suite 301
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(703)246-9598
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